

Message Text

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ACTION XMB-07

INFO OCT-01 ARA-16 ISO-00 AID-20 CIAE-00 EB-11 FRB-02

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FM AMEMBASSY PANAMA

TO SECSTATE WASHDC PRIORITY 1110

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FOR EXIMBANK

EO 11652: N/A

TAGS: BEXP, PN

SUBJ: PANAMA INTEREST IN POSSIBLE EXIMBANK (EXIM) FINANCING FOR
AIRPORT EQUIPMENT

REFS: (A) PANAMA 3693; (B) PANAMA A-93

1. PANAMA DIRECTOR GENERAL OF CIVIL AVIATION (DGCA) HECTOR
ABAD HAS REQUESTED ADVICE REGARDING AMOUNT AND TERMS OF EXIM
OR JOINT EXIM/SUPPLIER/BANK FINANCING WHICH MIGHT BE OBTAINABLE
AND HOW ARRANGEMENTS COULD BE MADE SOONEST IN SUPPORT OF EXTEN-
SIVE AIRPORT EQUIPMENT PROCUREMENT DESCRIBED REFTEL A. AS
STATED THEREIN, NAVIGATION, LANDING, COMMUNICATIONS, BAGGAGE
MOVEMENT AND ALL OTHER GROUND SUPPORT EQUIPMENT AND SYSTEMS,
VALUED AT UP TO \$6 MILLION, ARE REQUIRED FOR TERMINAL COMPLEX
OF NEW TOCUMEN INTERNATIONAL AIRPORT. EXIM FINANCING INFORMA-
TION REQUIRED FOR DGCA SUBMISSION TO PANAMA GOVERNMENT PUBLIC
FINANCE COMMISSION FOR REVIEW AND APPROVAL. THIS APPROVAL
NEEDED TO ENABLE HIM APPROACH EXIM DIRECTLY.

2. EMBASSY OFFICER AGREED CONVEY DGCA REQUEST BUT EXPLAINED
THAT THIS WAS NOT MOST OPPORTUNE TIME IN VIEW OF CREDIT SITUA-
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TION AND SIGNS THAT EXIM CREDIT AVAILABILITY AND TERMS MAY

TIGHTEN SOMEWHAT. DGCA EXPRESSED HOPE, NEVETHERLESS, THAT EXIM MIGHT BE ABLE CONSIDER LINE OF CREDIT OR SOME OTHER ARRANGEMENT IN SUPPORT OF PROPOSALS ANTICIPATED IN JULY FROM U.S. SUPPLIERS AS OUTLINED REF A.

3. COMMENT: CIVIL AVIATION DIRECTORATE ADMITS STRONG PREFERENCE FOR U.S. AIR ATERMINAL AND GROUND SUPPORT EQUIPMENT. AIRPORT PROJECT OFFICERS CITE ASSURED QUALITY AND QUICKER DELIVERY AND SERVICE FROM U.S. MANUFACTURERS. THEY ARE CONCERNED, HOWEVER, THAT GOVERNMENT PROCUREMENT REGULATIONS COULD FORCE THEM TO ACCEPT LOW BIDS ON SOME EQUIPMENT FROM LESS DEPENDABLE SOURCES. AVAILABILITY OF FINANCING PACKAGE WITH SIGNIFICANT EXIM PARTICIPATION COULD PROVIDE THEM WITH NEEDED JUSTIFICATION TO SWING SOME AWARDS OUR WAY. ATTENTION INVITED TO JULY 20 DATE (REF A) UNTIL WHICH SUPPLIERS MAY SUBMIT LETTERS OF INTENT AND APPROXIMATE PRICES. AFTER JULY 20 ITEMS ON WHICH SUCH PROPOSALS NOT RECEIVED WILL REVERT TO AIRPORT TERMINAL PRIME CONTRACT, COMPETITIVE BIDDING ON WHICH OPENS AUGUST 1. EARLY DECISION BY EXIM ON GENERAL NATURE OF CREDIT IT CAN EXTEND COULD HEOP U.S. SUPPLIERS IN MAKING PROPOSALS, AS WELL AS FAVORABLY INFLUENCE ULTIMATE CONTRACT AWARDS.

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